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NPIC/TDS/D-970-67
11 August 1967

MEMORANDUM FOR THE RECORD

SUBJECT: The 7th Air Force's SEAORS (South-East Asia Operational Requirements)

1. The following is in response to a request from [] that I find out more about the SEAORS in order to be sure TDS/NPIC is not engaging in duplicating R&D or equipment procurement efforts.

2. On Monday, 7 August, I was in the Office of Major Leroy Ross, USAF, at HQ AFSC, Andrews AFB (Room B 306, Telephone 185-4277). Major Ross and a Major Duke explained to me that the SEAORS are generated by 7th Air Force, in the field, and that after they are prepared, (copies of SEAOR #85, SEAOR #104, and SEAOR #109 are attached as example) they are widely distributed to other Air Force offices for comments. After the comments are collected a BPE (a Best Preliminary Estimate) is generated and commercial companies are asked to bid on the effort. Major Ross was quite ready to admit that most of the SEAORS are generated as a direct result of a technical representative sales visit to 7th Air Force by specific industrial reps and the SEAORS are often accompanied by brochures from the company which made the pitch to 7th Air Force. [] brochure attached to SEAOR #104 is an example of this.

3. The SEAORS all seem to be oriented toward the solution of tactical problems uncountered by recce units in the field and therefore, are only indirectly applicable to NPIC's equipment procurement and service contracting problems.

USAF review(s) completed.

[]
TDS/DS

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